



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, April 1, 2010 at 9:30 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b>
<b>MINUTES APPROVED:</b>	May 6, 2010

**MEMBERS PRESENT**

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding  
Dick Brogan, Kent County, Professional Member  
Elaine Woerner, New Castle County, Professional Member  
Tim Riale, Sussex County, Professional Member  
Barbara Mitchell, Sussex County, Public Member  
Dee Hake DeMolen, Kent County, Professional Member  
Frani Melda, Kent County, Professional Member

**MEMBERS ABSENT**

Geri Parisi, New Castle County, Professional Member  
Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson  
Karen Hamilton, Sussex County, Professional Member  
Tammy Reagan, Sussex County, Professional Member

**DIVISION STAFF**

Shauna Slaughter, Administrative Specialist II

**ALSO PRESENT**

Vincent White, DREC Commissioner  
Tom Burns, Burns & Ellis

**CALL TO ORDER**

Mr. Tims called the meeting to order at 9:34 a.m.

**REVIEW OF MINUTES**

A motion was made by Ms. DeMolen, seconded by Ms. Woerner, to approve the March 4, 2010 minutes as presented. Motion unanimously carried.

**UNFINISHED BUSINESS**

Discussion Regarding Annual Seminar Topics and Instructors

Mr. Tims advised the Committee that the Real Estate Commission has asked that they come up with some suggestions for topics and instructors for the upcoming Annual Seminar. The Committee came up with several possible topics and instructors. The topics are Green Technology, Real Estate Ethics, Changes to DUCOIA, and Short Sales. The instructor names that were suggested are Paul Hughes, Gene Millman, and Bruce Plummer. Mr. White advised the Committee that he would like to have Social Networking and Professional Conduct as topics for the seminar.

#### Discussion Regarding Proposed Changes to the CE Requirements

Mr. Tims advised the Committee that he has been appointed to serve on the Real Estate Commission's Subcommittee to Review Statute Revisions. At the last Subcommittee meeting a discussion took place regarding the Education Committee's proposal to change the required continuing education. The Subcommittee suggested changing the required CE for Salesperson's to three required courses (9 credits) and two electives (6 credits). The required courses would be Salesperson Core, Legislative Update, and a choice between Fair Housing and Professional Conduct. Mr. Brogan expressed his concerns regarding the quality of continuing education that licensees are receiving. Tom Burns from Burns & Ellis Realtors also expressed concerns regarding the proposed increase in required CE. He believes that licensees learn more in elective courses because they are more enthusiastic about taking them. Licensees do not like to have to sit in the same courses year after year just because they are required. Mr. Burns also stated that he doesn't think that all licensees should have to take Fair Housing. He feels that by making all licensees take Fair Housing we are punishing everyone instead of just punishing the violators.

The Education Committee discussed this issue further and decided that they should take additional time to discuss what the appropriate changes would be and take the time to implement them properly. They believe that it would be difficult to make changes that would be effective for the upcoming licensure period given that the current licensure period is almost over. In addition, the non-resident licensees are already a year into the new licensure period, so it would not be fair to implement changes to their CE requirements. Consequently that would mean that the audit in 2012 would have four different sets of CE requirements; one for each license type. A motion was made by Mr. Brogan, seconded by Ms. DeMolen, to recommend to the Commission that no changes be made to the CE requirements at this time. Motion unanimously carried. The Education Committee will continue to discuss this issue and make a new proposal to the Commission at a later date.

#### NEW BUSINESS

##### Review of Letters of Intent and Course Evaluations

All letters of intent and course evaluations were accepted as submitted.

##### Review of Course Provider Applications

A motion was made by Ms. Mitchell, seconded by Mr. Melda, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

##### Course Provider: Sussex County Association of Realtors

Course Title: NAR – Employer Assisted Housing – Unlock a New Market **Approved**  
Credit Hours: 3

Course Title: Broker Licensing Course **Approved Contingent – upon receipt of DOE certificate**  
Credit Hours: 99

Course Title: Sussex County Zoning **Approved**  
Credit Hours: 3

Course Provider: Coldwell Banker Residential Brokerage

Course Title: Short Sale Strategies **Tabled – Need to resubmit w/ updated outline including new federal mandates**  
Credit Hours: 3  
Course Title: Equal Professional Service and You **Approved**  
Credit Hours: 2  
Course Title: Sales Licensees Core Course **Tabled – Wrong outline included**  
Credit Hours: 3  
Course Title: Green Buildings for Realtors **Approved with suggested title change to Green Buildings for Real Estate Professionals**  
Credit Hours: 3  
Course Title: The Settlement Process **Denied – Specific to MD and VA**  
Credit Hours: 2  
Course Title: The Role of the Home Inspector **Approved**  
Credit Hours: 2  
Course Title: Short Sale Strategies **Tabled - Need to resubmit w/ updated outline including federal mandates**  
Credit Hours: 2  
Course Title: Purchase Contract Review **Denied - Specific to MD**  
Credit Hours: 3  
Course Title: Understanding the Senior Real Estate Market **Approved**  
Credit Hours: 2  
Course Title: Consumer Rights and Rentals **Approved**  
Credit Hours: 3  
Course Title: From Contract to Closing **Approved**  
Credit Hours: 2  
Course Title: Introduction to Mortgage Financing **Approved**  
Credit Hours: 3  
Course Title: The ABC's of Home Warranty **Approved**  
Credit Hours: 2

Course Provider: The Frederick Academy of Real Estate

Course Title: Ethical Practice **Approved**  
Credit Hours: 3  
Course Title: Commercial Real Estate Hot Buttons **Approved**  
Credit Hours: 3  
Course Title: Building a Better Settlement **Approved**  
Credit Hours: 3  
Course Title: Fair Housing **Approved**  
Credit Hours: 3  
Course Title: Foreclosures **Approved**  
Credit Hours: 3  
Course Title: Serving the Unsold Seller **Approved**  
Credit Hours: 3  
Course Title: Surviving New Fair Housing Testing **Approved**  
Credit Hours: 3  
Course Title: Tenant-in-Common Investment Basics **Approved**  
Credit Hours: 3

Course Provider: McKissock, LP

Course Title: Property Condition Disclosure **Approved**  
Credit Hours: 3  
Course Title: Listing A Property & Cooperating with Other Licensees **Approved**  
Credit Hours: 3

Course Provider: MetLife Home Loans

Course Title: Succeeding in Turbulent Times **Approved**  
Credit Hours: 3

Course Provider: Keller Williams Realty

Course Title: Broker's Core Course **Approved**  
Credit Hours: 6  
Course Title: Home Staging Ins & Outs **Approved**  
Credit Hours: 3  
Course Title: The Millionaire Real Estate Investor **Approved**  
Credit Hours: 3  
Course Title: Social Media and How to Use it with Real Estate **Approved**  
Credit Hours: 3  
Course Title: Salesperson Core Course **Approved**  
Credit Hours: 3

Course Provider: Career WebSchool, dba Cengage Learning

Course Title: Methods of Residential Finance **Approved**  
Credit Hours: 6  
Course Title: Basic Real Estate Finance **Approved**  
Credit Hours: 6  
Course Title: Pricing Property to Sell **Approved**  
Credit Hours: 6  
Course Title: Tax Advantages of Home Ownership **Approved**  
Credit Hours: 6  
Course Title: Business Management in a Real Estate Office **Approved**  
Credit Hours: 6  
Course Title: Consensual Dual Agency **Approved**  
Credit Hours: 3  
Course Title: Tax Free Exchanges **Approved**  
Credit Hours: 3  
Course Title: ADA and Fair Housing **Approved**  
Credit Hours: 3  
Course Title: Real Estate Math **Approved**  
Credit Hours: 3  
Course Title: Ethics in Real Estate **Approved**  
Credit Hours: 3

Review of Instructor Applications

A motion was made by Mr. Tims, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Robert Wheatley **Approved**

Continuing Education: Professional Enhancement: Planning and Zoning

Virgil Bullis Sr. **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course  
Pre-Licensing: Orientation/Real Estate Sales/Real Estate Mathematics  
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Financing/  
Ethics/Mathematics

Andrew Staton **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/  
Professional Enhancement: NAR Ethics/Real Estate Concepts

Laura Robelen **Approved**

Pre-Licensing: Orientation/Real Estate Sales

Mark Randolph **Approved**

Pre-Licensing: Orientation/Real Estate Mathematics

Broker's Course: Financing/Mathematics

Cynthia Thurman **Approved**

Continuing Education: Professional Enhancement: Mortgage Finance

Broker's Course: Financing

Thomas Keehan **Approved**

Continuing Education: Professional Enhancement: Mortgage Financial

Broker's Course: Financing

Phyllis Wilson **Approved**

Continuing Education: Professional Enhancement: Mortgage Finance

Broker's Course: Financing

William Horan **Approved**

Continuing Education: Professional Enhancement: 1031 Exchanges

Geoffrey Baker **Approved**

Continuing Education: Professional Enhancement: Fair Housing/Anti-Trust/ Ethics/

Professional Standards/Agency

Jeanne LaMere **Approved**

Continuing Education: Professional Enhancement: Methods of Residential Finance/ Basic

Real Estate Finance/Pricing Property to Sell/Tax Advantages of Home

Ownership/Business Management in a Real Estate Office/Real Estate Math/

Consensual Dual Agency/Tax Free Exchanges/ADA Fair Housing/Ethics in Real Estate

Louis Schneider **Approved – for Professional Enhancement, Cannot Teach Real Estate Sales**

Continuing Education: Professional Enhancement: The Role of the Home Inspector

Pre-Licensing: Real Estate Sales

Jeffrey Baxter **Approved**

Continuing Education: Professional Enhancement: Mortgage Financing/Social Media  
Marketing

Broker's Course: Financing

Mark Sasscer **Approved**

Continuing Education: Professional Enhancement: Organization & Efficiency in the Light of  
the Changing Environment as it Affects Lenders & Realtors/Succeeding in Turbulent  
Times

Anthony Kinch **Approved**

Continuing Education: Professional Enhancement: Risk Management – Home Warranty

Ruth Sivils **Approved**

Continuing Education: Professional Enhancement: Manufactured Housing

Susan Pomerantz **Approved**

Continuing Education: Professional Enhancement: Beyond NAR Green/NAR Green  
Designation

#### Review Student Requests for Approval of Educational Activity

There were no student requests for review.

#### Correspondence

There was no correspondence for review.

#### Other Business Before the Committee (for discussion only)

The Committee discussed a request from Anna Legates in which she requested that the Education Committee and Real Estate Commission allow her to receive credit for a course she took through Sussex

County Association of Realtors. Ms. Legates did not sign-in when she arrived at class and then did not stop to pick-up her certificate at the end. Sussex County Association of Realtors advised her that they would only give her a certificate if the Real Estate Commission agreed to it. She had two other participants sign affidavits stating she was present. In addition, she provided a copy of an email that was sent to her from the instructor after the course was completed. Ms. Mitchell made a motion, seconded by Ms. DeMolen, to recommend to the Commission to allow Ms. Legates to receive credit for the course. Motion carried with Mr. Brogan opposing. Mr. Brogan advised that he believes this decision should be left up to the provider.

Mr. White advised the Committee that he believes there is a need to ensure that instructors have a thorough understanding of what is expected of them when they teach real estate education courses. He believes that developing a core course ("train the trainer") to require instructors to take prior to teaching certain courses such as the Salesperson Core Course, or Broker Core Course would help with this issue.

### **Public Comment**

There was no public comment.

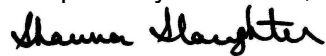
### **Next Scheduled Meeting**

The next meeting will be held on Thursday, May 6, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

### **Adjournment**

There being no further business, Mr. Melda made a motion, seconded by Ms. DeMolen, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:54 a.m.

Respectfully submitted,



Shauna Slaughter  
Administrative Specialist II